

From: Hathaway, Margaret
To: Nesci, Kimberly; Becker, Jonathan; Chism, William; Kaul, Monisha; Kells, Bradley; Kiely, Timothy; Orłowski, John; Tindall, Kelly; Wyatt, TJ
Cc: Matuszko, Jan; Schmid, Emily; Crawford, Lydia; Meadows, Sarah; Kenny, Daniel; Rosenblatt, Daniel; Echeverria, Marietta; Corbin, Mark; Farruggia, Frank; Harwood, Douglas (Ethan); Odenkirchen, Edward; Peck, Charles; Wagman, Michael; Wait, Monica
Subject: FW: Additional cost for pH buffering agent and DRA?
Date: Wednesday, October 07, 2020 9:35:40 AM
Attachments: [image005.png](#)
[image001.png](#)
[image002.png](#)

Good morning, BEAD:

Hot off the presses, BASF just sent in the information below regarding a summary of cost impacts anticipated from pH buffering agent and DRA use with dicamba OTT applications.

This should likely be rolled into BEAD's impacts assessment work.

- Meg

From: Jeffrey H Birk <jeffrey.birk@basf.com>
Sent: Wednesday, October 07, 2020 9:31 AM
To: Kenny, Daniel <Kenny.Dan@epa.gov>
Cc: Hathaway, Margaret <Hathaway.Margaret@epa.gov>; Echeverria, Marietta <Echeverria.Marietta@epa.gov>; John Sedivy <john.sedivy@basf.com>
Subject: Additional cost for pH buffering agent and DRA?

Hello Dan,

EPA has asked BASF to provide a summary of cost impacts to the grower for the addition of an approved pH Buffering Agent (PBA) and Drift Reduction Agent (DRA) to the Engenia® Herbicide (Dicamba OTT) application. The following two charts capture the average estimated Grower costs per acre that BASF expects the Grower to incur when utilizing these inputs. The following captures the expected base herbicide cost (Engenia® at labeled rate) and the incremental cost to add the PBA & DRA to a Grower applied herbicide treatment for the period 11/1/2020-11/1/2021.

PBA (Sentris™ Buffering Technology)

You will note that BASF's Sentris™ PBA has an incremental cost of \$1 per acre to the Grower. This is a 10% cost increase to the Grower.

DRA (Various, but must be qualified on product website)

The Grower cost of a DRA is estimated at \$1 - \$2 per acre. Therefore the DRA is an additional cost (to Engenia® Herbicide + Sentris™ PBA) of 10% - 20% when applied by the Grower.

Average Grower Costs per Acre	
Engenia®	\$10
Sentris™ (PBA)	\$1
DRA*	\$1-\$2

Cost Impact to Grower per Acre				
Input	Cost Range		Percent Increase	
Herbicide (Engenia®)	\$10.00			
+ Sentris™ (PBA)	\$11.00		10%	
+ Sentris™ + DRA	\$11.50	\$12.50	20%	30%

* Average estimated Costs

JEFFREY BIRK

Product Registration Manager

Phone: +1 919 547-2622, Mobile: +1-919-225-9220, Fax: +1 919 547-2850, Email: jeffrey.birk@basf.com

Postal Address: BASF Corporation, , 26 Davis Drive, 27709-3528 Research Triangle Park, United States



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